

## Message Text

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46

ACTION NEA-10

INFO OCT-01 EUR-08 ISO-00 EB-04 DRC-01 RSC-01 /025 W

----- 126033

R 151301Z OCT 74

FM AMEMBASSY KUWAIT

TO USDOC WASHDC

INFO SECSTATE WASHDC 1218

AMEMBASSY DOHA

AMEMBASSY LONDON

LIMITED OFFICIAL USE KUWAIT 4442

E.O. 11652: N/A

TAGS: BEXP: KU

SUBJ: GOK STILL ATTEMPTING PURCHASE CEMENT

REF: (A) STATE 222355 (NOTAL) (B) KUWAIT 4238 (NOTAL)

(C) KUWAIT 3830 (NOTAL)

1. FROM CONVERSATIONS WITH CONCERNED GOK AND KUWAIT CEMENT CO. OFFICIALS, EMBOFF HAS LEARNED KUWAITIS TILL UNSUCCESSFUL IN LOCATING SUPPLIER CEMENT AT PRICE THEY WILLING TO PAY (\$70 PER M.T., C AND F KUWAIT). DEAL DESCRIBED IN REF B FELL THROUGH WHEN DREW RAISED HIS PRICE \$78 PER TON C AND F KUWAIT. ALL OTHER OFFERS RECEIVED WERE ALSO TOO HIGH OR FROM UNRELIABLE SOURCES.

2. KUWAITIS HAVE BELATEDLY DISCOVERED IMPORTANCE OF SHIPPING IN TRYING TO OBTAIN AMOUNT CEMENT THIS MAGNITUDE AND ARE NOW REQUIRING ALL OFFERS BE JOINTLY FROM SUPPLIER AND SHIPPER TOGETHER OR, ALTERNATIVELY, FROM A SUPPLIER WITH OPTION ON OR CONTRACT FOR SHIPS. KUWAITIS WILL ACCEPT 3 PERCENT PERFORMANCE BOND.

3. ENCK, HOLLINGSWORTH, AND REVEAUX STILL TRYING ACT AS MIDDLEMAN ON SUCH A DEAL AND HAVE RETURNED TO US TO TALK WITH SEVERAL POTENTIAL SUPPLIERS INCLUDING RARE CHEMICAL CO. IN NEW YORK. AS PREVIOUSLY STATED, WE SKEPTICAL ANY CEMENT FROM

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US CAN BE LANDED HERE AT PRICE KUWAITIS WILLING TO PAY.

HOWEVER, INTERESTED SUPPLIERS SHOULD CONTINUE TELEX OFFERS TO ADDRESSEES GIVEN PREVIOUSLY.

4. COMMENT: WHILE KUWAITI STILL BADLY NEED CEMENT, MID-TERM OUTLOOK APPARENTLY NOT SO CRITICAL SINCE KUWAITIS HAVE REPORTEDLY MANAGED TO PURCHASE 300,000 M.T. CLINKER FROM UK.  
MAU

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 15 OCT 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** shawdg  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1974KUWAIT04442  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D740292-0982  
**From:** KUWAIT  
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**Office:** ACTION NEA  
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**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Previous Handling Restrictions:** n/a  
**Reference:** (A) STATE 222355 (NOTAL) (B) KUWAIT, 4238 (NOTAL)  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** shawdg  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 26 JUN 2002  
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**Review Transfer Date:**  
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**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** GOK STILL ATTEMPTING PURCHASE CEMENT  
**TAGS:** BEXP, KU  
**To:** COM  
**Type:** TE  
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